

# Bohman Industrial Traffic Consultants

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STATEMENT OF RAYNARD F. BOHMAN JR.  
SUPPORTING CONTINUED ANTI-TRUST  
IMMUNITY FOR THE NATIONAL CLASSIFICATION  
COMMITTEEORIGINAL

My name is Raynard F. Bohman Jr. I am president of a transportation consulting firm - Bohman Industrial Traffic Consultants, Inc.- headquartered in Gardner, Massachusetts since its founding in 1943.

Since my graduation from the Wharton School of Finance and Commerce of the University of Pennsylvania in 1955, where I majored in transportation, and a stint in the U.S. Army Transportation Corp., I have been a consultant, primarily representing national industrial trade associations and individual clients. The following remarks are my own and not necessarily those of any of my clients.

I have represented most of our trade association clients and individual clients before the previous National Classification Board, and the National Classification Committee, on numerous occasions and may well have made more appearances before those bodies than anyone currently in active practice.

Based on my long experience before the Committee and working with its staff, I have found its members to be fair, reasonable, open and helpful. For anyone to say or infer that they are arbitrary or unreasonable couldn't be further from the truth, at least based on my dealings with them.

I've sat in on many of the NCC Panel and full Committee open meetings over the years and witnessed them up and down many subjects on the dockets, but never have I felt that any of their votes were arbitrary or did not follow established - and known - guidelines.

Time and again I've seen proponents come before Panels or the full Committee seeking changes in existing rules, descriptions, ratings or packaging requirements - or new ones - only to find out that their proposals didn't meet NCC guidelines and should never have been proposed in the first place. In many, many instances, a Panel or the full Committee has leaned over backwards to come up with a compromise that would give the proponent some relief, yet still stay within NCC Guidelines.

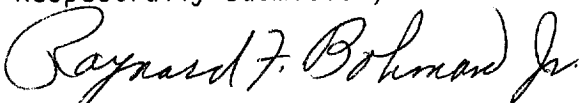
In recent years I've seen the Committee take positive steps to make its procedures better known to the shipping public including:

- . conducting workshops on how to use the National Motor Freight Classification
- . distributing at each meeting, all of the staff reports and shipper-receiver-carrier communications on every proposal on the docket - information that previously was made available only to Committee members
- . distribution at each meeting - or if requested at any time - the NCC Density and Value Guidelines

I have been racking my brain trying to come up with some suggestions that might be offered to make the whole process more shipper-receiver user-friendly, but quite frankly, the only one I have at this time would be an earlier issue date of NCC dockets so the shipping public would have more advance notice of what changes to the NMFC are being proposed. Right now its only about two to three weeks advance notice.

Overall, I feel the Committee and its staff are handling the whole process in a very professional manner. The staff has been particularly helpful whenever I have contacted them for information or advice. NCC members, representing carriers whose customers come before them as proponents or opponents of different proposals, are placed in an unusually difficult position because their individual votes are recorded and can be secured by anyone upon request. My experience has been that when it comes time to put on their NCC hat, they rise to the occasion, and represent all of the carriers that elected them in a manner that those participating carriers would expect.

Respectfully submitted,



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